

THE PARK AT CROSS CREEK

23401 CIVIC CENTER WAY
MALIBU • CALIFORNIA

**TROPHY MALIBU
WHOLE FOODS ANCHORED
SHOPPING CENTER**



Marcus & Millichap
BRANDON MICHAELS
GROUP

OFFERING MEMORANDUM



EXCLUSIVELY LISTED BY

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06

EXECUTIVE SUMMARY
SECTION 1

24

AREA OVERVIEW
SECTION 2

36

TENANT SUMMARY
SECTION 3



PROPERTY OVERVIEW



EXECUTIVE SUMMARY

The Brandon Michaels Group, as Exclusive Advisor, is Pleased to Present Qualified Investors with the Opportunity to Acquire The Park at CrossCreek Towne Center, a Premier Retail Destination in the Heart of World-Renowned Malibu, CA

The Park at Cross Creek is a 39,350-square-foot, grocery-anchored trophy shopping center situated in one of the most coveted submarkets in the world. Anchored by Whole Foods Market—the only Whole Foods serving the affluent communities of Malibu, Pacific Palisades, Agoura Hills, Hidden Hills, and Calabasas—the center is a key retail hub catering to both local residents and the influx of tourists that visit the area annually.

Seventeen years in the making, The Park at Cross Creek was meticulously designed to meet the daily needs of Malibu’s affluent population. In addition to Whole Foods, the center boasts a carefully curated tenant mix, featuring high-end restaurants and specialty retailers that enhance the community’s lifestyle. This distinguished roster includes dining establishments, coffee shops, a dry cleaner, luxury apparel boutiques, optometry services, health and wellness providers, pet supply stores, and home décor retailers. Many of these businesses have been long-standing staples in Malibu for over a decade.

As the primary shopping and dining destination for residents of Malibu, Pacific Palisades, Calabasas, Agoura Hills, and Hidden Hills, The Park at Cross Creek offers an unparalleled retail experience. Its sophisticated architectural design, lush landscaping, ample parking, multiple outdoor seating and dining areas, and a dedicated children’s play space create an inviting and memorable atmosphere. The center also benefits from its close proximity to Malibu Country Mart and Malibu Village, forming a symbiotic relationship that drives consistent foot traffic and enhances cross-shopping activity. Since its opening, The Park at Cross Creek has solidified its position as the central gathering place for the Malibu community and surrounding areas.

Malibu is globally recognized as one of the most prestigious and affluent submarkets, renowned for its breathtaking beaches, architectural masterpieces, and ultra-wealthy residents. Within a one-mile radius of the center, average household incomes exceed \$200,000 per year. The location attracts not only a high-net-worth local clientele but also seasonal residents and international tourists. The center is less than a mile from Malibu Colony—one of the nation’s most exclusive beachfront enclaves—and Billionaire’s Row, a prestigious, crescent-shaped stretch of coastline extending from Carbon Canyon Road to just east of the Malibu Pier, home to some of the world’s most prominent figures. Additionally, The Park at Cross Creek is located just 1.5 miles from Pepperdine University and in close proximity to Billionaire’s Bluff, another elite coastal stretch featuring estates valued at over \$100 million.

The Park at Cross Creek represents a rare, generational opportunity to acquire one of the most iconic, grocery-anchored shopping centers in the country, positioned within one of the most affluent and sought-after submarkets in the world.

Trophy Whole Foods
Malibu Shopping Center

PROPERTY HIGHLIGHTS

\$87,000,000

Price

100%

Occupancy

39,350 SF

Building Size

42,927 VPD

Traffic Counts

259,618 SF

Lot Size

220 Spaces

Parking

4.5%

Cap Rate - Approx.

5.59 Space(s) Per 1000

Parking Ratio

\$3,880,000

NOI - Approx.

2019

Year Built

SELLER FINANCING



\$35,000,000

Down Payment



\$52,000,000

Loan Amount



4.50%

Interest Only



3/1/2026

Due Date

A PREMIERE RETAIL DESTINATION



MAIL SPA AT THE PARK

JustFood ForDogs

GOOSE TO GOOSE VINT CLEANERS

WHOLE FOODS MARKET

IRVING'S BURGERS SINGAPORE

PIZZA HUT

Howdy's BAREFOOT DREAMS

BLUE BOTTLE COFFEE

TESLA

BLISS EYE

TROPHY GROCERY ANCHORED SHOPPING CENTER

“Best in Class” Whole Foods Grocer

Anchored by Whole Foods, an industry-leading grocer backed by tech giant Amazon

Irreplaceable Malibu Location

Unparalleled word renowned location ideally located in one of the most affluent submarkets in the country

Synergist Mix of Retailers and Restaurants

The Center boasts an impressive and complimentary tenant base of retailers and restaurants which ideally serves the residents in the immediate and surrounding areas

Aesthetically Pleasing New Construction Center

The site was newly delivered in 2019, the most recent project in the immediate trade area which boasts aesthetically superior architecture with dramatic and high-end finishes, beautiful landscaping, and open areas to serve the patrons

High Barrier to Entry

The center took approximately 15-17 years to entitle and buildin one of the most sought after and high barrier to entry submarkets in the nation, Malibu, CA

Tremendous Tax Advantage

In his March address to Congress, the current administration announced 100% bonus depreciation will return, which will provide significant tax savings and outstanding yield on a generational purchase opportunity

Community Serving

The Park at Cross Creek serves as a main social destination with outdoor seating, open space for children to play, and the immediate area’s most premier grocer



“Anchored by Whole Foods featuring a thoughtfully curated mix of complimentary restaurants and shops

Synergistic. Diverse. Unmatched.



PACIFIC COAST HWY
(42,894 VPD)

1

MALIBU
COUNTRY MART
john varvatos FREDERIC M
for all kind CUYANA

KITH

Howdy's
BAREFOOT DREAMS

JustFood
ForDogs
CLEANER

WHOLE
FOODS
MARKET

CROSS CREEK ROAD

CIVIC CENTER WAY

URBAN
OUTFITTERS

BLUE BOTTLE
COFFEE
TESLA
EYE

IRVING'S
BURGERS
SINGLES
PILGRIM'S
PRIDE

MALIBU
VILLAGE
CHIPOTLE
Fred Segal



SITE PLAN



SUPERIOR ASSET FUNDAMENTALS IN A PRIME COASTAL LOCATION

Excellent Dedicated Parking

Tenants and patrons of the property will enjoy the site's two hundred twenty (220) dedicated surface parking spaces, a ratio of 5.59 spaces per 1,000 SF

Ideal Units

Efficiently designed retail spaces with optimal square footage, minimal depth, and a streamlined layout for maximum usability

Catered to the Customer Experience

Abundant patio seating, recently updated under current ownership, and ample gathering spaces, including the Kids Park at Cross Creek

High Barrier To Entry

Malibu, CA is a supply constrained, highly sought-after commercial location with limited newly delivered space

Large Underlying Parcel of Land

The property is situated on 259,618 square feet, or 5.96 acres of land

Variety of Unit Sizes

Excluding Whole Foods' 25,000 SF unit (63.5% of the center), the center's remaining units average 1,196 SF, with units ranging from 513 SF to 3,136 SF, which can accommodate a variety of future tenants' needs



MALIBU, CA, AN ICONIC SUBMARKET, IS A COLLECTION OF HIGH-END BRANDS AND LOCAL STAPLES

Large Trade Area

Patrons to the Center pull from adjacent Pacific Palisades, Santa Monica, Calabasas, Agoura Hills, and Westlake Village and is often a meeting place or gathering area

Primary Malibu Commercial Trade Area

The Park at Cross Creek is positioned beside the Malibu Country Mart and Malibu Village Mall, with tenants like lululemon, Fred Segal, Surfing Cowboys, Alfred Coffee, John Varvatos, and so many more, and enjoys reciprocal commercial activity from these longstanding Malibu destinations

Highly Amenitized Submarket

Its coastal location makes it proximate to many beachfront amenities including Malibu Pier and Point Dume State Beach, as well as being minutes from the Getty Villa, Nobu Malibu, Pepperdine University, and Malibu Creek State Park

Tourist Destination

Malibu’s reputation as an iconic location draws an average of 13 million tourists per year



DISTINCTLY AFFLUENT IMMEDIATE MALIBU, CA SUBMARKET

Dense Nearby Population

Population of more than 1,300 people within one mile of the subject property, 6,100 people within three miles, and 11,000 people within five miles

Highly Educated Populus

More than 64% of the population within a three mile radius has received a bachelor's degree or higher

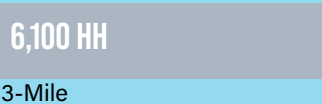
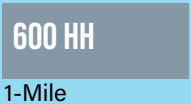
Average Household Incomes

Median income within one, three, and five miles \$56,900, \$73,000, and \$76,000, respectively

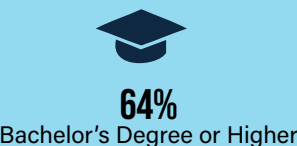
Dense Submarket



Household Density



Within a 3-Mile Radius



AGOURA HILLS
14.1 Miles



CALABASAS
13.5 Miles



WOODLAND HILLS
16.1 Miles



BEVERLY HILLS
21.2 Miles



SANTA MONICA
12.7 Miles



AREA OVERVIEW





LUXURIOUS COASTAL LIFESTYLE

Malibu, California, is a prestigious coastal city renowned for its stunning natural beauty, luxurious lifestyle, and laid-back yet sophisticated atmosphere. Located approximately 30 miles west of Los Angeles, Malibu offers a perfect blend of coastal charm and high-end living. Famous for its picturesque beaches such as Zuma Beach and Malibu Lagoon State Beach, the city draws those seeking both relaxation and adventure. The city is also surrounded by the Santa Monica Mountains, providing opportunities for hiking, scenic views, and outdoor activities, creating an ideal environment for nature lovers and those who appreciate tranquility.

Shopping and commerce in Malibu cater to both luxury tastes and casual beach styles. The Malibu Country Mart, one of the area's most iconic shopping destinations, offers upscale boutiques, art galleries, and fine dining, making it a hub for the fashionable and affluent. Other notable shopping areas include the Malibu Lumber Yard and Malibu Village, where visitors can find designer brands, gourmet grocery stores, and local artisan products. Although the commercial scene is relatively low-key, Malibu's economy is supported by a mix of luxury businesses, high-end restaurants, wellness centers, and companies like Tesla, which maintain a presence in the area. This allows residents to enjoy both convenience and an elite lifestyle.

Malibu is home to numerous attractions that enhance its allure, such as the iconic Malibu Pier and Point Dume State Beach, offering breathtaking ocean views and world-class surfing. The Getty Villa, an art museum with an impressive collection of ancient artifacts, and Malibu Creek State Park, with its hiking trails and waterfalls, also draw visitors seeking culture and outdoor experiences. The

nearby Pepperdine University adds an academic touch to the area, with its scenic campus perched above the Pacific Ocean. The community is also known for its commitment to environmental preservation, maintaining the city's character through sustainable development and conservation.

The residential real estate market in Malibu is among the most exclusive and competitive in the world, with homes ranging from modern, minimalist estates to Mediterranean-style villas. Many properties feature oceanfront views, expansive grounds, and state-of-the-art amenities. Malibu's real estate offers unmatched privacy, and it continues to attract celebrities, business professionals, and affluent families seeking luxury living. The demand for homes remains high, driven by the area's idyllic climate, stunning natural surroundings, and its reputation as a haven for those who desire an upscale, yet relaxed lifestyle.





SANTA MONICA

12.1 MILES FROM THE SUBJECT PROPERTY



CALABASAS

13.5 MILES FROM THE SUBJECT PROPERTY



LAX AIRPORT

24.0 MILES FROM THE SUBJECT PROPERTY



HOLLYWOOD

25.6 MILES FROM THE SUBJECT PROPERTY

CLOSE PROXIMITY



MAESTRO'S



MALIBU FARM

Artistry. Sophistication. Exclusivity.

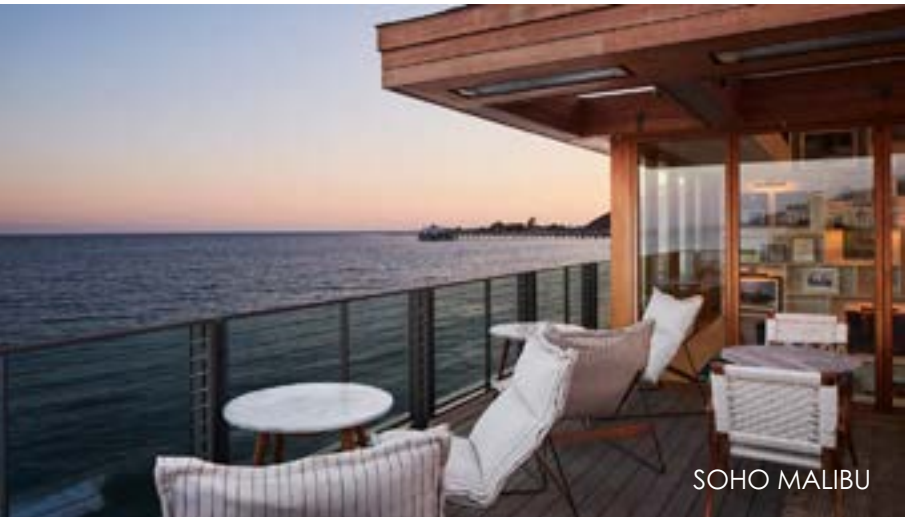
Beyond its residential appeal, Malibu offers a sophisticated cultural scene. High-end boutiques, art galleries, and gourmet restaurants line the Pacific Coast Highway, catering to residents and visitors who appreciate fine dining, unique shopping experiences, and local artistry. Whether exploring contemporary exhibits, attending intimate live music events, or dining with an ocean view, the city provides a refined yet relaxed atmosphere.

Wellness is a key part of Malibu's identity. The community places a strong emphasis on healthy living, with numerous yoga studios, wellness retreats, and organic markets offering fresh, locally sourced products. Residents embrace an active lifestyle, taking advantage of the area's scenic hiking trails, pristine beaches, and year-round outdoor activities.

“Where exclusivity meets breathtaking natural beauty in a relaxed yet sophisticated setting”



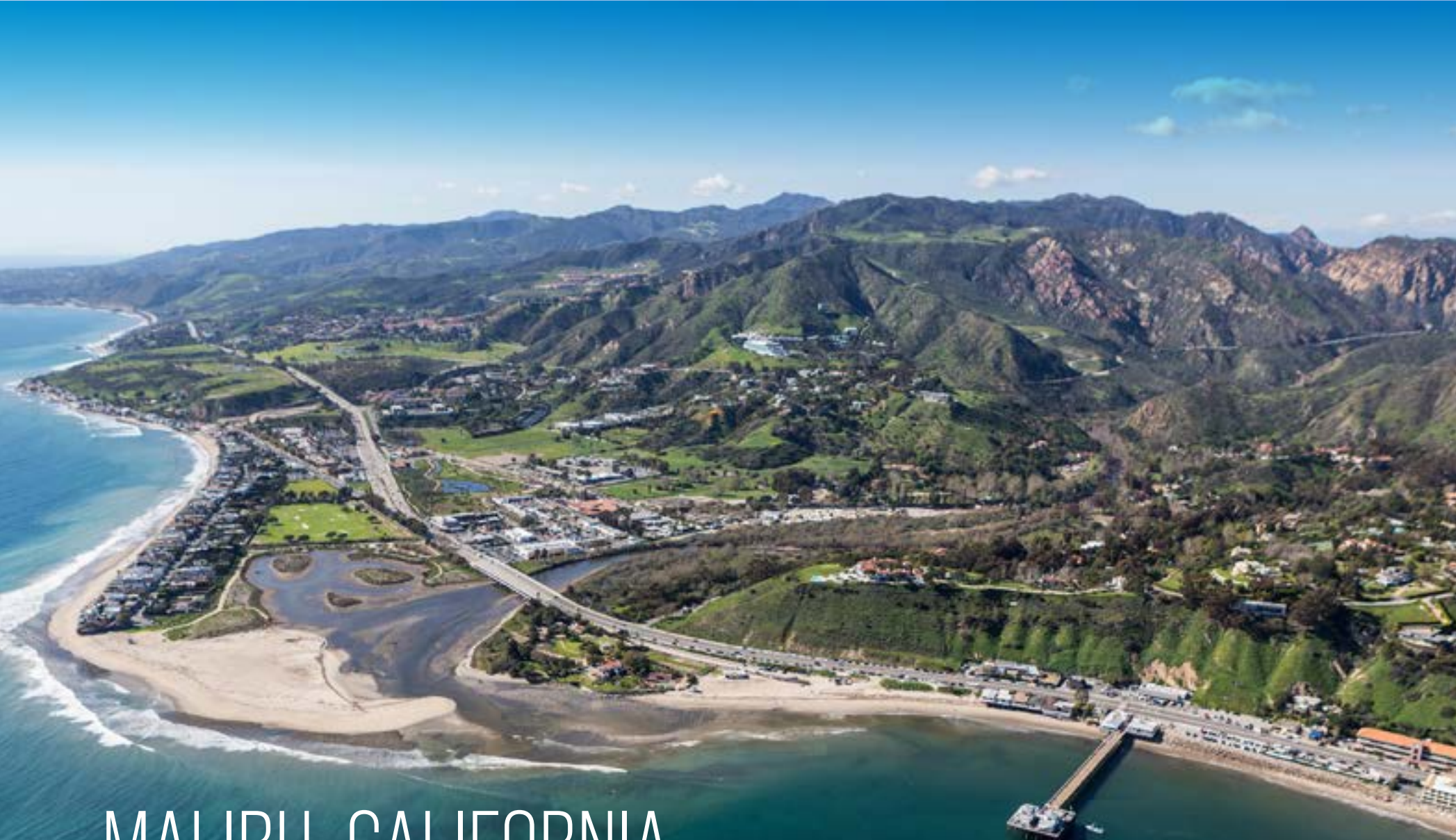
THE VILLAGE



SOHO MALIBU



NOBU



MALIBU, CALIFORNIA

Nestled along Southern California’s iconic shoreline, this coveted destination attracts celebrities, entrepreneurs, and those drawn to its serene yet glamorous way of life. With its international acclaim and deep local admiration, Malibu is where Hollywood prestige seamlessly blends with the rhythm of the ocean.



MALIBU COUNTRY MART



FRED SEGAL



“Malibu is the epitome of coastal luxury, where exclusivity meets breathtaking natural beauty in a relaxed yet sophisticated setting.”



KITH



THE POINT MALIBU

DEMOGRAPHICS

POPULATION



11,000

Total Population
within a 5-mile radius



38.4

Median Age
within a 5-mile radius



49.4%

Male



50.6%

Female

EDUCATION

3 mile 2023 % of Population



10.4%

Some High School



14.8%

Some College



36.3%

Bachelor's Degree



32.4%

Graduate Degree

Demographics	1 Mile	3 Mile	5 Mile
Population	1,300	6,100	11,000
Households	600	2,000	3,700
Average Household Size	2.2	2.3	2.3
Median Age	51.1	35.6	38.4
Owner Occupied Households	380	1,400	2,600
Renter Occupied Households	220	600	1,100
Average Household Income	\$203,300	\$196,000	\$193,400
Median Household Income	\$209,800	\$193,600	\$184,900
Businesses	470	790	940



\$203,300

Average HH income
within a 1-mile radius



1,078,009

Population
within a 5-mile radius



2,600

Owner Occupied Housing
within a 5-mile radius



3,700

Households
within a 5-mile radius



940

Businesses
within a 5-mile radius



1,100

Renter Occupied Housing
within 5-mile radius





TENANT SUMMARY



TENANT SUMMARY



Whole Foods Market is a leading American supermarket chain specializing in natural and organic foods, including fresh produce, meat, and pantry staples. Founded in 1980 in Austin, Texas, it has grown to become a major player in the organic grocery market. Headquartered in Austin, Whole Foods operates over 500 locations across the U.S., Canada, and the U.K., and is known for its commitment to sustainability, healthy eating, and high-quality products.



www.wholefoodsmarket.com

Ticker
AMZN

Locations
500+

Headquarters
Austin, Texas

Employees
105,000



TENANT SUMMARY



www.princestreetpizza.com

Ticker
Private

Locations
10

Headquarters
New York City, New York

Employees
250

Prince St. Pizza is a renowned pizzeria known for its signature square Sicilian-style pizza, particularly the iconic pepperoni slice. Founded in 1990 in New York City, it has grown to become a beloved brand, expanding to multiple locations across the U.S. Prince St. Pizza is known for its high-quality ingredients, crispy crust, and unique flavors, making it a popular destination for pizza lovers nationwide.



TENANT SUMMARY



Irv’s Burgers is a beloved West Coast chain serving up classic American burgers, fries, and shakes in a nostalgic, retro atmosphere. Founded in 1950 in Los Angeles, California, it has grown to multiple locations across the Western U.S. Known for its high-quality ingredients, simple yet flavorful menu, and vintage diner aesthetic, Irv’s Burgers has become a favorite spot for those craving a traditional, no-frills burger experience.



www.irvsburgers.com			
Ticker		Locations	
Private		5	
Headquarters		Employees	
Los Angeles, California		100	



TENANT SUMMARY



Blue Bottle is a premium coffee roaster and retailer known for its commitment to high-quality, freshly roasted beans and sustainable coffee sourcing. Founded in 2002 in Oakland, California, Blue Bottle has expanded rapidly, with locations across the U.S. and internationally. The company is celebrated for its minimalist approach to coffee, providing a curated experience for coffee lovers, from expertly brewed espresso to pour-over coffee, all made with a focus on freshness and flavor.



www.bluebottlecoffee.com			
Ticker		Locations	
Private		75+	
Headquarters		Employees	
Oakland, California		1,000+	



TENANT SUMMARY



Tesla is an innovative electric vehicle and clean energy company, renowned for its high-performance electric cars, solar products, and energy storage solutions. Founded in 2003, Tesla has revolutionized the automotive industry with its electric vehicles, including the Model S, Model 3, Model X, and Model Y. Headquartered in Austin, Texas, Tesla continues to lead in the development of cutting-edge technology aimed at reducing the world’s reliance on fossil fuels.



www.tesla.com

Ticker TSLA	Locations 500+
Headquarters Austin, Texas	Employees 130,000



TENANT SUMMARY



Howdy’s is a popular restaurant in Malibu, California, known for its delicious and innovative takes on American comfort food, including gourmet burgers, sandwiches, and fresh salads. Offering a laid-back, beachy atmosphere with a focus on high-quality ingredients and locally sourced produce, Howdy’s has become a favorite spot for locals and visitors alike. Its inviting, casual vibe and dedication to fresh flavors have made it a go-to dining destination in the Malibu area.



www.howdyscafe.com

Ticker Private	Locations 1
Headquarters Malibu, California	Employees 30-50



TENANT SUMMARY



Barefoot Dreams is a luxury lifestyle brand known for its ultra-soft, high-quality apparel and home goods, including blankets, throws, and robes. Founded in 1994, the brand has built a reputation for its cozy, luxurious fabrics and timeless designs. With its flagship store located in Malibu, California, Barefoot Dreams continues to offer customers premium comfort and style, both in-store and online.



www.barefootdreams.com

Ticker

Private

Headquarters

Malibu, California

Locations

1

Employees

50-75



TENANT SUMMARY



Just Food for Dogs is a premium pet food company focused on providing freshly prepared, nutritious meals for dogs using whole food ingredients. Founded in 2006, the brand has grown to offer a wide range of fresh, human-grade dog food, treats, and supplements. With a location in Malibu, California, Just Food for Dogs has become a popular choice among pet owners who want to provide their dogs with the best possible nutrition and care.



www.justfoodfordogs.com

Ticker

Private

Headquarters

Los Angeles, California

Locations

30+

Employees

300+



TENANT SUMMARY



Nail Spa @ The Park is a luxurious nail salon offering high-end manicures, pedicures, and spa services in a serene and relaxing atmosphere. Located in Malibu, California, this upscale salon provides a range of services, including classic nail treatments, gel manicures, and specialized spa services using premium products. Known for its professional staff and attention to detail, Nail Spa @ The Park is a popular destination for those seeking a rejuvenating and indulgent beauty experience.



www.nailspaattheparkmalibu.com

Ticker Private	Locations 1
Headquarters Malibu, California	Employees 10-20



TENANT SUMMARY



Door to Door Cleaners is a premium dry cleaning and laundry service offering convenient, high-quality cleaning solutions with a focus on customer satisfaction. Founded in 2003, the company has built a reputation for its reliable, eco-friendly services and exceptional attention to detail. With multiple locations across the U.S., including a prominent service offering in Malibu, Door to Door Cleaners continues to provide top-tier laundry services with convenient pickup and delivery options.



www.doortodoorcleaners.com

Ticker Private	Locations 30+
Headquarters Los Angeles, California	Employees 200+



TENANT SUMMARY



www.malibuinsight.com

Ticker
Private

Locations
1

Headquarters
Malibu, California

Employees
5-10

Malibu In Sight Optometrist is a trusted optical clinic offering comprehensive eye care services, including eye exams, contact lens fittings, and a wide selection of high-quality eyewear. Located in Malibu, California, the practice is dedicated to providing personalized care with a focus on eye health and vision correction. Known for its state-of-the-art technology and friendly, professional staff, Malibu In Sight Optometrist has become a go-to destination for residents and visitors seeking expert eye care in a relaxing, upscale environment.



“Immersive, Sensory-Focused Shopping Experiences”





Marcus & Millichap
BRANDON MICHAELS
GROUP

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